

## NOLAN CODE, MBA, CSM, CSPO

Smyrna, Georgia 30080 | <https://www.linkedin.com/in/nolan-s-code-mba/>  
678-769-0037 | ncode3@gatech.edu

### EDUCATION

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**GEORGIA INSTITUTE OF TECHNOLOGY**  
*M.B.A., Global Business*

Atlanta, GA  
December 2015

**MOREHOUSE COLLEGE**  
*B.A. in History*

Atlanta, GA  
May 2003

### PROFESSIONAL EXPERIENCE

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**LO-OP INC.**  
*Salesforce Administrator*

Atlanta, GA  
September 2017 - present

- Volunteer work helping as a Licensed Salesforce Administrator.
- Configuring the following: UI, page layouts, and integration.
- As well as participating and solving user cases in a Scrum like/Agile fashion.

**BANK OF AMERICA**  
*Senior Preferred Sales Specialist, Core FC*

Alpharetta, GA  
February 2017 - present

- Number one ranking in the Southeast region of Senior Preferred Sales Specialists, achieving 200% of sales revenue quota for the year 2017. This revenue was created from opening a mix of new accounts of all commercial products: Checking and Savings Accounts, Credit and Debit Cards, Small Business Banking, Auto and Home Loans, as well as other branded products.
- Program Director of the Atlanta Veterans Network, helping current Military members transition into roles with Bank of America.

**WOLTERS KLUWER**  
*Software Sales Consultant*

Kennesaw, GA  
2015 – 2017

- Exceeded sales goals consistently by 100% for products and services from Jan. 2016 to 2017. Ranked among the top tier sales consultants for an entire team of 10
- Served in an outside sales role, prospecting/generating leads for clients in need of SaaS (Software as a Service) products, Mobile, and cloud services. Conducted business, and competitor analysis to identify additional opportunities.
- Through Agile Processes and User Stories introduced new ideas on several occasions to Product and Project Managers; most recently the implementation of a new timer to synch with Outlook and Quickbooks.
- Collaborated with Marketing Team to identify ways to increase Cloud Software website traffic.

**FIRST DATA USA**  
*Business Consultant Network Telesales*

Atlanta, GA  
2009 – 2015

- Honored as Two-time Platinum Club award winner for exceeding sales quotas by 150% or more.
- Developed long-term client relationships with large big-box retailers such as Sam's Club, various healthcare organizations, small, medium and large companies.
- Managed inside sales activities for Point of Sale, Loyalty and Gift cards, Security Encryption and various cloud-based business solutions.
- Signed a lucrative 60 location account with Allscripts/Jardogs for Point of Sale and Ecommerce services.
- Achieved Monthly Quota in all Seventy-Two attempts.

- Used Salesforce.com as an end user to track leads, contacts, accounts and also used the tool to pull reports and data.

**FIRST TRANSACTION SERVICES** | Atlanta, GA

2007- 2009

**Project Management Consultant**

Recognized as a leader of continuous improvement. Consistently implemented better solutions for reporting financial and project status.

- Successfully steered a \$1.5 million project and a team of 7 for a year and a half to support Human Resources, Payroll, Properties, Legal and Corporate Resources. Managed client relationships and executive steering committees in developing strategic roadmaps. Successfully delivered project on time and included the following:
- Implementation of an employee portal and associated self-service initiatives.
- Upgraded Enterprise Resource Planning system to PeopleSoft Human Capital Management 8.9 with core HR and Payroll functions resulting in \$1 million in company savings.
- Merged international and domestic HCM systems into one global database.

**WORLDPAY (Formerly RBS WORLDPAY)** | Atlanta, GA

2005 – 2007

**Account Executive**

Recruited to one of the largest Global Payment Processing Companies operating in more than 40 countries. Led daily sales presentations, product demos, handled inquiries from various merchants and businesses.

- Worked directly with cross-functional departments and provided customer feedback on products and services.
- Led daily sales presentations, product demos, handled inquiries from various merchants and businesses.

**MILITARY EXPERIENCE**

**UNITED STATES ARMY**

Fort Gillem, GA

**Supply Chain Manager**

1999 – 2003

- Accounting-Book balance of Millions of dollars in inventory to correctly agree with the quantity of the item in storage.
- As well as dissemination of materials, and upkeep of said materials.
- Maintained adjustments in physical inventory.

**CERTIFICATIONS**

- Six Sigma Lean Yellow Belt
- Scrum Product Owner, Scrum Master
- Salesforce Certified Administrator

**ADDITIONAL FACTS**

- **GOOGLE STUDENT VETERAN SUMMIT:** *Selected to participate in a three-day developmental program (7% acceptance rate) for pre-MBA student veterans.*
- **Athlete:** Bodybuilding, PowerLifting, Distance runner.
- **Volunteer:** Atlanta Food Bank, Meal preparation, Warehouse Worker.